



During and After Competition



Positive Relationship with the Contractor

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Positive Relationship with the Contractor



Mutually Assured Success

**The complexity of the A-76 process
demands that we build a relationship
that establishes mutually assured success**



Positive Relationship with the Contractor



- **Mutually assured success is a dependent relationship where one party's success is contingent upon the success of another**
- **Our success is measured by the level of support we provide the customer**
- **Recognition of this fact early in the process is critical**
- **DLA succeeds only when the contractor succeeds**



Positive Relationship with the Contractor



- **During and after the competitive process, management must create and maintain a positive environment.**
- **Management must:**
 - **Set the tone with the workforce and customers.**
 - **Continually communicate with the workforce and customers.**
 - **Motivate the workforce by developing marketable skills.**



Positive Relationship with the Contractor



- **The Contractor must:**
 - **Accept responsibility under the contract by complying with contract terms and conditions**
 - **Provide customer service**
 - **Partner with the Government**
 - **Take prompt corrective action when deficiencies identified**
 - **Promote understanding of critical nature of mission to workforce**



Positive Relationship with the Contractor



THE CONTRACTOR IS US